



STATE OF INDIANA

MITCHELL E. DANIELS, JR., Governor

DEPARTMENT OF ADMINISTRATION

Procurement Division

402 W Washington Street, Room W468

Indianapolis, Indiana 46204

317 / 232-3053

Award Recommendation Letter

Date: October 17, 2011

To: Nicole Kenney, Deputy Commissioner *NK*
Indiana Department of Administration

From: Frank Poole, Assistant Account Manager, IOT

Subject: Recommendation for Selection for a Portfolio Management Tool for the Indiana
Department of Child Services ISETS Division

Estimated Amount of three (3) year contract: \$150,000.00

Based on the evaluation of the bids received **Clarizen, Inc** is selected for contract award. Terms of this recommendation are included in this letter.

The State of Indiana received proposals from four (4) vendors:

- Carahsoft Technology Corporation
- Clarizen, Inc
- Compuware Corporation
- Metier, LTD

The proposals were evaluated by the Indiana Department of Administration (IDOA) according to the criteria established in the bid documents.

Bid Analysis

The solicitation was issued as a negotiated bid and contained specifications for a software application designed to provide a project portfolio management tool. The requirements consisted of a central application to provide project initiation, project planning, project execution, project management and control along with project closure. Each respondent was also asked to provide information on reporting capabilities, training as well as application program interface capabilities.

The solicitation contained a cost proposal spreadsheet to capture a 3 year total cost for the software application (licensing, maintenance/support, installation, training, etc.) and the evaluation was made on that basis.

The Indiana Department of Child Services and ISETS also reviewed the responses to determine whether vendors met or exceeded the system requirements as stated in the IDCS PPMs Functional Requirements document. All four respondents met the specifications and were evaluated on the three-year cost proposed.

Vendor	3 Year Cost Total	Preference Claimed	Evaluation Amount
Clarizen, Inc.	\$143,820.00	None	\$143,820.00
Metier, LTD	\$271,052.80	US Manufactured	\$271,052.80
Compuware Corporation	\$314,622.00	None	\$314,622.00
Carahsoft Technology Corporation	\$361,796.00	None	\$361,796.00

The lowest bid with US Manufacturer preference yielded an increase of \$127,232.80 versus the actual lowest price submitted by Clarizen, Inc. Although Clarizen, Inc. did not claim this preference, the State cannot justify awarding to the respondent who did claim this preference because of the substantial increase in spend.

Award Summary

During the course of evaluation, the State scrutinized all proposals to determine the viability of the proposed business solutions to meet the needs of the State. The team evaluated proposals based on the stipulated criteria outlined in the bid documents.



Frank E. Poole, Assistant Account Manager, IOT
Indiana Department of Administration